

Message Text

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PAGE 01 MANAMA 00249 011229Z

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SUBJECT : CHECKLIST FOR BUSINESS VISITORS: MIDDLE
EAST AND NORTH AFRICA

REFERENCE : STATE A-855

1. IN ORDER TO MEET DUE DATE, WE ARE FURNISHING INFO
REQUESTED REPAIR VIA TELEGRAM.

PART I: COMMENTS (KEYED TO SUB PARAS REPAIR)

B. PREPARATION FOR TRIP

VISAS AND IMMUNIZATIONS: VISITORS, INCLUDING
BUSINESSMEN, CAN OBTAIN A VISA VALID FOR 72 HOURS AT
THE AIRPORT. NOTE: DEPT MAY WISH TO INCLUDE THIS IN
PART IIB.

TIMING: WHILE THE OCTOBER-MAY PERIOD IS THE
BEST TIME FOR A VISIT TO BAHRAIN, ACTIVITY CONTINUES
THROUGHOUT THE SUMMER, WITH THE EXCEPTION OF THE MONTH
OF RAMADHAN (SEPT 6-OCT 5, 1975). MIDDLE-LEVEL MANAGERS
IN GOVERNMENT AND INDUSTRY ARE GENERALLY AVAILABLE AND
HAVE MORE TIME FOR DISCUSSIONS. EMBASSY OFFICERS ARE
ALSO ABLE TO SPEND MORE TIME WITH VISITORS. IN ADDITION,
HOTEL AND AIRLINE RESERVATIONS ARE LESS DIFFICULT TO
OBTAIN.

PART II.

A. BAHRAIN, AN ISLAND STATE WITH FEW NATURAL RE-
SOURCES, HAS HISTORICALLY DERIVED A GREAT DEAL OF ITS
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PAGE 02 MANAMA 00249 011229Z

INCOME FROM TRADE AND COMMERCE. TODAY, WITH SIGNIFICANT

BUT NOT OVERWHELMING REVENUE FROM OIL, BAHRAIN'S POLICIES ARE MORE FAVORABLE THAN EVER TOWARD FOREIGN TRADE AND INVESTMENT. THE ATTITUDE OF BAHRAINI BUSINESSMEN REFLECTS THEIR LONG EXPERIENCE IN TRADE AND THE NETWORKS FOR IMPORT AND RE-EXPORT, PRINCIPALLY TO OTHER GULF STATES, FUNCTION AS A RESULT OF THIS EXPERIENCE. THE GOVERNMENT WELCOMES FOREIGN PARTICIPATION IN CONTRACTING AND CONSULTANCY, LICENSING, AND JOINT VENTURES. WHILE MOST POLICIES ARE NOT YET CODIFIED INTO LAW, BAHRAIN OFFERS THE FOLLOWING INCENTIVES, AMONG OTHERS: LOW CUSTOMS DUTIES, NO PERSONAL OR CORPORATE INCOME TAXES, NO RESTRICTION ON REPATRIATION OF CAPITAL OR PROFITS, AND FEW RESTRICTIONS ON THE REGISTRATION OF A COMPANY OR ACQUIRING AN AGENCY. THE GOVERNMENT FAVORS JOINT VENTURES FOR FOREIGN FIRMS WISHING TO ENGAGE IN CONSULTANCY, CONTRACTING, OR LOCAL MANUFACTURING, BUT DOES NOT STIPULATE THE PERCENTAGE OF PARTICIPATION; THE LOCAL FIRMS INVOLVED SHOULD HAVE PROFESSIONAL STATUS.

B. IN ORDER TO MAKE THE MOST EFFICIENT USE OF TIME IN BAHRAIN, BUSINESS VISITORS SHOULD CONTACT GOVERNMENT OFFICES (WHICH CLOSE AT 1:00 P.M.) IN THE MORNING, AND USE THE AFTERNOONS FOR MEETINGS WITH PRIVATE BUSINESS:" PRIOR APPOINTMENTS SHOULD BE MADE. THE MINISTRY OF DEVELOPMENT AND ENGINEERING SERVICES IS THE FIRST POINT OF CONTACT FOR FIRMS INTERESTED IN CONSULTANCY/CONTRACTING. VISITORS INTERESTED IN APPOINTING AN AGENT MAY WISH TO CHECK WITH THE BAHRAIN CHAMBER OF COMMERCE AS WELL AS OTHER SOURCES; IN CASES WHERE A SUPPLIER DESIRES TO CHANGE AN AGENT, THE CHAMBER OF COMMERCE MUST APPROVE OR GOODS MAY BE PREVENTED FROM ENTERING. FIRMS WHICH DESIRE TO REGISTER AS BRANCHES OF PARENT COMPANIES MUST OBTAIN A LOCAL SPONSOR; THE MINISTRY OF FINANCE AND NATIONAL ECONOMY CAN PROVIDE DETAILS.

2. EMBASSY PLANNING DETAILED OUTLINE OF PROCEDURES NOTED ABOVE, TITLED QUOTE DOING BUSINESS IN BAHRAIN. UNQUOTE
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